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Session           **2C - It was the best of times, it was the worst of times –  
Managing a Technical Sales Agency**

Date                Thursday, May 24, 2013

Time               10:30 to 11:30 a.m.

Speaker           Kimberly Tompkins, CTR

Join Kim in a realistic overview of a Day, Week, Month and Year in the life of an Independent Technical Sales Agency. Before you decide to go out on your own because the grass is greener or the opportunity to be your own boss is just too appealing, take a hard look at someone who has been there, done that and is willing to share some insight into the glamorous life of independence.

The good news is you own your own business ..... The bad news is you own your own business. You decide!

Kim first started in the construction industry in 1991. During this time while calling on the specification community she was introduced to CSC Vancouver Chapter, and was told very firmly that in order to succeed in this business she needed to join a.s.a.p. and participate in as many meeting as possible. She became a fixture on the golf course helping with registration, the betting hole and running the 50/50 draw to help raise funds for the Education Bursary Fund at BCIT.

She has been a member of CSC since 1994. Kim achieved her CTR designation in 1999 and has gone on to serve on the National Education Sub Committee for CTR and taught the TR course in Vancouver.

Kim currently serves as Vice Chair of the Vancouver Chapter and recently served on the Vancouver Chapter's fall "Simply but Revealing Trade Fair", which was a resounding financial success. She continues to shake people down for money on the golf course (some would say fund raise but let's call a spade a spade).

She is a partner in Tec Agencies; originally a family owned Independent Manufactures Rep Agency until the loss of her husband and founder of the company in 2009. She was fortunate to have a former colleague join the business in 2011 resulting in a team of 4 now working throughout Canada.

As an avid Motorcycle rider she continues to ride as often as possible with dear friends and family.



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